



**ПУБЛИЧНОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО  
«НЕФТЯНАЯ КОМПАНИЯ «РОСНЕФТЬ»**  
(ПАО «НК «Роснефть»)

Инд. №25963

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ОКПО 00044428, ОГРН 1027700043502, ИНН/КПП 7706107510/997150001

от 23.05.2020 № 25963

## Power of Attorney No. 21

Hereby PJSC Rosneft (PSRN 1027700043502, TIN 770601001, ОКПО 00044428), located at the address: 26/2 Sofiyskaya naberezhnaya, Moscow, Russia, represented by E.A. Ermakova, Deputy Chief of Directorate for Trading in Products of Gas Processing and Petrochemistry of the Department for Trading in Oil and Petroleum acting on the basis of Power of Attorney No. 987446988F of January 1, 2019,

authorizes Mr. ABDUL WAHEED GILL, carrying Passport No. 522558644, Nationality: BRITISH, residing at: 35 Alder Gate, Scotland,

- 1) to represent the interests of PJSC Rosneft related to the conclusion of a Contract for the supply of petroleum products;
- 2) to inform PJSC Rosneft, at its request, about the execution of this mandate;
- 3) to arrange meetings with the Buyer for the conclusion of Contract;
- 4) to conduct the legal support for preparation, conclusion and execution of the transaction specified in the Contract, in particular, accept and send documents (Commercial Offer, LOI, ICPO, etc.);
- 5) to coordinate with the Buyer the procedure for conducting a transaction for the supply of petroleum products.

This Power of Attorney is valid within the period from May 2020 until May, 2021.

Yours faithfully,  
Deputy, Chief  
Product Trading Administrations  
gas processing and petrochemistry  
Department of Trading  
oil and oil products E.A.Ermakova





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ОКПО 00044428, ОГРН 1027700043502, ИНН/КПП 7706107510/997150001

## COOPERATION PROCEDURES

Dear ladies and gentlemen,  
PJSC ROSNEFT is offering the following cooperation conditions and payment procedures within the commercial scheme of cooperation.

At the moment, we have the following products available for export supply:

- Diesel Fuel D2
- Diesel Fuel EN590 (10 ppm): EURO-4; EURO-5; EURO-6
- Aviation Kerosene JET-A1 and Aviation Kerosene JP-54

Delivery amount: min. 200 000 – max. 600 000 MT per month. Please note that the products shipped from the Russian Federation are invoiced in MT according to the measure of volume accepted in the Russian Federation (for ex., as for the Diesel Fuel EN590, 1 MT = 1224 liters, 1 barrel = 159 liters). The first trial delivery is 200 000 MT and the following monthly delivery volume may increase upon Buyer's request.

Due to the situation with COVID19, at the moment PSJC ROSNEFT has accumulated a large volume of products in its reservoirs and storage facilities. Therefore, the company is currently offering high discount for its products from Platts Rotterdam quotes within the commercial scheme of cooperation.

The price per MT of the product is counted in US\$ with a discount from Platts Rotterdam quote.

The amount of the contract and the price per MT is official and fixed throughout the contract (12 months).

Delivery terms: CIF Rotterdam or any other port indicated by the Buyer

Contract terms: 12 Months (with further prolongation)

The product is delivered by tankers of 100 000 MT each.

The product is placed in Novorossiysk (Russia) and is ready for shipment.

In order to start the cooperation procedure and to receive an official reply with information on the commercial offer and supply conditions from Rosneft (the Seller), a potential Buyer shall follow the procedures below:

1. The Buyer provides the following set of documents to the Seller:

- LOI/ICPO on the official letterhead indicating the monthly and annual amount of product required (one LOI/ICPO per product);

2. The Seller provides an official Letter of Reply to the Buyer (Information Letter of Cooperation with the Buyer on the availability of product, its amount and readiness for shipment).

3. The Buyer issues the following documents to the Seller:

- Passport of the signatory;

- Company's Articles of Association;

- Certificate of Incorporation and Tax Registration Certificate;

- Bank confirmation of financial solvency (contract guarantee).

4. The Seller issues a Commercial Offer indicating the final price and supply conditions.

5. The Buyer issues a Request for a Draft Contract from the Seller.

6. The Seller issues a Draft Contract. The Buyer and the Seller discuss the Draft Contract, make changes if necessary and agree upon the Draft Contract. The Parties sign the Draft Contract.

7. The Seller issues the final Contract. The Parties sign the Contract.

8. After signing the Contract, the Seller issues a written guarantee for the Seller's obligations under the Contract.

9. The Buyer also issues a written guarantee on the Buyer's obligations indicated in the Contract.

10. In the event either the Seller or the Buyer fails to fulfill its obligations under the Contract, either of them is subject to a penalty of 1% of the total value of the goods

The payment terms are as follows:

For each shipment of 100 000 MT of the goods, the Buyer shall pay for the delivery of goods to the port of destination in the total amount of \_\_\_\_\_ \$US, with the price per 1MT amounting to \_\_\_\_\_ US\$. This amount includes:

- Payment for the lease of tankers (with the capacity of 100 000 MT) in the amount of \_\_\_\_\_ 000 000 \$ US (\_\_\_\_\_ \$US per 1MT);
- Payment for the loading operations in the amount of \_\_\_\_\_ 000 \$ per each 100 000 MT;
- Payment for quality analysis \_\_\_\_\_ 000 \$ per each 100 000 MT;
- Payment for quantity analysis \_\_\_\_\_ 000 \$ per each 100 000 MT.

The Buyer shall make the first payment for the delivery of goods in the amount of \_\_\_\_\_ \$US to the settlement account specified by PJSC ROSNEFT after the Contract is signed by both Parties and the Buyer receives an official certified Letter of Guarantee from PJSC ROSNEFT and PJSC SBERBANK (Russian Bank) within the period the tankers are loaded.

After the goods arrive at the port of destination, and a qualitative and quantitative analysis is carried out, the Buyer shall accept the goods and pay the principal amount of the Contract to the settlement account of PJSC ROSNEFT and within 5 banking days pay the principal Contract amount for goods delivered to the settlement account of PJSC ROSNEFT and the remaining sum for the delivery of goods to the account, indicated by PJSC ROSNEFT.

Please confirm your understanding of this proposal and your agreement to further cooperation. We are looking forward to your prompt affirmative reply.

PJSC ROSNEFT is hoping for a long and favorable cooperation with your company!

Regards,  
Mikhail Babaev  
Senior Manager for Export Supply of Petroleum Products  
PJSC ROSNEFT  
Tel. +7-923-622-73-78  
E-mail: mikhail23031965@mail.ru



M.X.Babaev